

Message Text

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INFO OCT-01 NEA-09 ISO-00 EB-05 RSC-01 /016 R

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P 242102Z SEP 74

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT PRIORITY

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PASS AMEMBASSY DOHA

E.O. 11652: N/A

TAGS: BEXP, KU

SUBJECT: QATAR PLANNING INDUSTRIAL POWER COMPLEX

REF: KUWAIT 3925; STATE 179149

1. PER REFTEL USDOC MAJOR EXPORT PROJECTS DIVISION CONTACTED BECHTEL AND OTHER US ENGINEERING CONSULTING FIRMS REGARDING PROJECT. DR. TALAAD CAN EXPECT TO RECEIVE TELEX REQUEST FROM BECHTEL AND EBASCO SERVICES, INC. OF NEW YORK.

2. BLACK AND VEATCH INTERNATIONAL OF KANSAS CITY, MO ADVISED THAT THEY WERE ADVISED OF THIS OPPORTUNITY A MONTH AGO THROUGH THEIR LOCAL REPRESENTATIVE AND WILL BE SMBITTING A PROPOSAL TO IDTC BY 28 OCTOBER. B&V PROJECT ENGINEER (MR. WILLIAM DUANNE) IS IN DIRECT COMMUNICATIONS WITH DR. TALAAD. MR. J. DAVIS, B&V VICE PRESIDENT, PLANS TO HAND CARRY PROPOSAL TO QATAR IN OCTOBER.

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3. FOR EMBASSY'S INFORMATION, B&V IS RANKED 8TH IN SALES IN

1974 MCGRAW HILL ENGINEERING NEWS-RECORD DIRECTORY OF DESIGN FIRMS AND HAS DOLS 35 TO DOLS 50 MILLION ANNUAL SALES AND ARE ACTIVELY AND SUCCESSFULLY PURSUING INTERNATIONAL POWER PROJECTS.

4. MEPD ADVISED B&V OF EMBASSY'S INTEREST IN ASSISTING US FIRMS ON PROJECT. B&V APPRECIATED USG OFFER OF SUPPORT AND WILL ADVISE US OF MR. DUANNE'S ITINERARY FOR QATAR TRIP. WE WILL KEEP EMBASSY INFORMED.

5. WILL APPRECIATE EMBASSY'S ASSESSMENT OF COMPETITIVE POSITION OF US FIRMS VIS-A-VIS OTHER COMPETITORS AND CONTINUED STATUS REPORTING ON THIS PROJECT.
INGERSOLL

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